



**DB Source - General Counsels**

**Count: 131,296**

**61% Male      100% Zip + 4      100% Phones      62% Fax Numbers**

Our DB Source database is multi-sourced using yellow pages and business white pages, along with annual reports, government data, business directories, corporate and executive registers and public records. In order to ensure accuracy, the file is then put through a telephone verification process to update and obtain additional information such as employee size, key contact name and primary SIC code.

The fact is that well-sourced, intelligently selected business lists and demographically rich databases are the most powerful tools for selling products and services in today's complex business environment. Reaching the right person with the right message is everything. Hugo Dunhill Mailing Lists' DB Source database can do just that for you. We can help you locate new markets, identify new opportunities and build existing relationships.

General Counsels are senior lawyers of a legal department in a corporation or government department. Reporting to their board of directors, General Counsels manage all legal affairs including mergers and acquisitions, intellectual property, ethics, tax law, contracts, real property transactions or any other legal issue to fully protect their employers' legal rights.

Reach these General Counsels for offers on Seminars, Subscriptions, Books, Recruitment and any other legally related offer.

The DB Source - General Counsels list is NCOA'd quarterly.

**Selections by Employee Size**

1-4	51,033
5-9	9,349
10-19	11,579
20-49	18,034
50-99	11,866
100-249	7,923
250-499	3,463
500-999	2,094
1000-4999	2,227
5000 & Over	355
None Listed	6,099

**Selections by Sales Volume**

No Sales Volume Available	12,091
Under \$999K	41,702
\$1MM-\$4.9MM	24,717
\$5MM-\$9.9MM	12,554
\$10MM-\$24.9MM	13,545
\$25MM-\$74.9MM	7,409
\$75MM-\$199.9MM	3,387
\$200MM-\$499.9MM	2,489
\$500MM-\$999.9MM	1,465
\$1 Billion & Over	4,127

**Other Selections**

SIC 2, 3, 4, 6 or 8 digit	N/C
Primary SIC	N/C
Executive - Top Contact Name	\$20/M
By Job Title	add \$5/M
Number of Employees	\$5/M
Sales Volume	\$5/M
Company HQ/Branch/Single Location	\$10/M
Branches & Franchises of Chain Operations	\$10/M
Includes by Type (McDonald's, Ford, etc)	
Importers/Exporters	\$5/M
Year Business Started	\$10/M



**HUGO DUNHILL MAILING LISTS**  
 SALES LEADS \* PROSPECTING LISTS \* E-MAIL LISTS  
 542 Main St. 4<sup>th</sup> Floor, New Rochelle, NY 10801  
 Toll Free: 800-223-6454 www.hdml.com

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**List: 6097-4**

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**Further Selections - Inquire for Pricing**

Home Based Businesses - Cottage Industry  
 Minority Owned Businesses  
 Minority Class  
 Small Businesses  
 Minority Owned Businesses  
 Minority Class  
 Women Owned Businesses

**State Counts**

<b>AK</b>	147	<b>HI</b>	335	<b>MI</b>	3,078	<b>NV</b>	582	<b>TN</b>	1,745
<b>AL</b>	2,266	<b>IA</b>	852	<b>MN</b>	2,339	<b>NY</b>	10,723	<b>TX</b>	7,147
<b>AR</b>	588	<b>ID</b>	282	<b>MO</b>	2,100	<b>OH</b>	4,011	<b>UT</b>	924
<b>AZ</b>	1,592	<b>IL</b>	5,162	<b>MS</b>	669	<b>OK</b>	831	<b>VA</b>	3,015
<b>CA</b>	22,780	<b>IN</b>	1,990	<b>MT</b>	265	<b>OR</b>	2,100	<b>VI</b>	--
<b>CO</b>	1,993	<b>KS</b>	930	<b>NC</b>	2,506	<b>PA</b>	4,997	<b>VT</b>	238
<b>CT</b>	1,802	<b>KY</b>	1,380	<b>ND</b>	321	<b>PR</b>	428	<b>WA</b>	2,163
<b>DC</b>	3,109	<b>LA</b>	1,682	<b>NE</b>	592	<b>RI</b>	--	<b>WI</b>	1,996
<b>DE</b>	460	<b>MA</b>	3,470	<b>NH</b>	<b>396</b>	<b>SC</b>	1,085	<b>WV</b>	376
<b>FL</b>	8,267	<b>MD</b>	1,643	<b>NJ</b>	2,906	<b>SD</b>	251	<b>WY</b>	227
<b>GA</b>	4,432	<b>ME</b>	441	<b>NM</b>	408	<b>Total</b>	<b>131,296</b>		

**Pricing 25% Commission to Recognized Brokers**

<b>Base</b>	<b>\$ 80/M</b>	Title Address	\$ 5/M	Cheshire	No Charge
Minimum Order	\$ 250	Job Title	\$ 5/M	PS Labels	\$ 7/M
Unlimited Use	\$ 160/M	Gender	\$ 5/M	Galley	\$ 10/M
Duplicate Set	\$ 40/M	SCF	\$ 5/M	Diskette	\$ 25/F
Run Charges	\$ 10/M	County	\$ 5/M	CD-Rom	\$ 25/F
Special Sort	\$ 5/M	Zip Codes	\$ 5/M	E-mail Delivery	\$ 25/F
Size Select	\$ 5/M	State	No Charge	Phones	\$ 15/M
Key Code	\$ 3/M	Zip + 4	No Charge	Fax Numbers	\$ 45/M

**Contact**

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